

## **Delaware's Minority Small Business Person of the Year!**

Join the U.S. Small Business Administration (SBA) in honoring a successful minority entrepreneur as Delaware's 2010 Minority Small Business Person of the Year. The award is in conjunction with National Minority Enterprise Development Week sponsored by the Minority Business Development Agency.

### **Who is eligible to be nominated for this award?**

All small businesses at least 51 percent owned and controlled by one or more socially and economically disadvantaged individuals (as defined in SBA's regulations) and that have been in business at least three (3) years.

### **Who may submit nominations for this award?**

Individual business owners may self-nominate or they may be nominated by an individual or organization.

### **Where are the nominations to be sent?**

The nominations must be mailed to the SBA Delaware District Office, 1007 N. Orange Street, Suite 1120, Wilmington, DE 19801 by **June 18, 2010**. Attn: Gedell Hawkins

### **What information must the nomination package contain?**

An original and copy of the nomination packet containing the following:

Nomination Form (SBA Form 2023)  
SBA Form 912 (Statement of Personal History)  
<http://www.sba.gov/sbaforms/sba912.pdf>  
**5" x 7" glossy black and white photograph of nominee**

### **What other criteria must the nominee(s) meet?**

- Nominee's firm must be in satisfactory financial condition and demonstrate growth in total sales, net profit, and number of full-time employees.
- If nominee's firm is a government contractor, it must have performed satisfactorily on all contracts, and have had no terminations for default.
- If nominee has an SBA loan, payment record must be satisfactory and the loan must be current.

Nominees are evaluated on the following (PLEASE ADDRESS):

- Growth in total sales, net profit and number of employees.
- Participation in community projects and charitable affairs.
- Overcoming obstacles/adversities.
- Uniqueness/special attributes and use of minority firms as suppliers, subcontractors, etc.

The Delaware Minority Small Business Person of the Year will compete for the SBA's Regional Minority Small Business Person of the Year award along with the state winners from the Mid-Atlantic Region.

For more information, please contact Gedell Hawkins at (302) 573-6294, ext. 226 or [gedell.hawkins@sba.gov](mailto:gedell.hawkins@sba.gov).

## **2010 Minority Enterprise Development Week**

### **SBA's Delaware Minority Small Business Person(s) of the Year Award Criteria**

- Nominee must be at least 51 percent owned and controlled by one or more socially and economically disadvantaged individuals - as defined in SBA's regulations.
- Nominee's firm must be in satisfactory financial condition and demonstrate growth in total sales, net profit, and number of full-time employees.
- Nominee's firm must have been in business at least three (3) years.
- If nominee's firm is a government contractor, it must have performed satisfactorily on all contracts, and have had no terminations for default.
- If nominee has an SBA loan, payment record must be satisfactory and the loan must be current.

Nominees are evaluated on the following:

- Growth in total sales, net profit and number of employees.
- Participation in community projects and charitable affairs.
- Overcoming obstacles/adversities.
- Uniqueness/special attributes and use of minority firms as suppliers, subcontractors, etc.

For more information, please contact Gedell Hawkins at (302) 573-6294, ext. 226 or [gedell.hawkins@sba.gov](mailto:gedell.hawkins@sba.gov).

**NATIONAL MINORITY SMALL BUSINESS PERSON OF THE YEAR AWARD**  
**Attachment A**

Industry—Indicate major North American Industry Classification (NAICS) Code(s) of the firm.

---

---

---

---

**COMPANY PROFILE**

District Office: \_\_\_\_\_

1. Company Name: \_\_\_\_\_

2. Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

3. Chief Executive's Name<sup>1</sup>: \_\_\_\_\_

Title: \_\_\_\_\_

4. Telephone Number: \_\_\_\_\_ Fax: \_\_\_\_\_

5. Business Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

6. Number of years in Business: \_\_\_\_\_ Current number of full-time employees: \_\_\_\_\_

Number of full-time employees when business opened: \_\_\_\_\_

7. Is firm presently in the 8(a) Program? Yes \_\_\_\_\_ No \_\_\_\_\_

Was firm previously in the 8(a) Program? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, during what years? \_\_\_\_\_

<sup>1</sup>Name as it should appear on winner's plaque if selected. If two names are to be inscribed, please advise.

- 
8. Is the firm a minority small business under Public Law 95-507 and SBA regulations (owned, managed, and controlled by member(s) of groups presumed to be socially disadvantaged)?

Yes \_\_\_\_\_ No \_\_\_\_\_

9. Largest Contract Dollar Amount \$ \_\_\_\_\_  
Customer \_\_\_\_\_

10. Give the following financial summary information for the last 3 fiscal years:

Financial Summary Information			
	Fiscal Year 2007	Fiscal Year 2008	Fiscal Year 2009
Total Sales			
Net Profit (Before Tax)			

<b>Total Assets</b>			
<b>Total Liabilities</b>			
<b>Net Worth</b>			

11. Has the firm received any assistance from SBA? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, describe:

12. Describe any obstacles/adversities which were overcome by the firm:

